INFORMATION LETTER

Not for Publication — NATIONAL CANNERS ASSOCIATION — For Members Only

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CONVENTION EXHIBIT AND SOCIAL PROGRAMS ANNOUNCED

Machinery Men Issue Folder Outlining Exhibit Plans

Distributed with this issue of the INFORMATION LETTER is a copy of the first promotion piece on the 1949 Canners Convention issued by the Canning Machinery & Supplies Association. A colored, four-page folder, it bears the title "Keep in Line for '49," which has been adopted as the CM&SA slogan for the Convention.

The folder outlines preliminary plans for the proposed huge exhibit of canning machinery and supplies to be held in Convention Hall on the Boardwalk, and at which 135 manufacturers will exhibit their wares and demonstrate their products to canners, brokers, buyers, and others.

The exhibit will start with a preview from 7 to 10 p. m. Friday, January 14, and the official opening of the exhibit is scheduled for 9:30 a. m. Saturday, January 15, to last all day. The exhibit will open Sunday and Monday, January 16 and 17, at 1 p. m., and will be open from 9:30 a. m. to 6 p. m. on Tuesday and Wednesday.

Plans Completed for Three Traditional Dinner Events

Three of the traditional social events of Canners Conventions were announced this week.

The Annual Dinner Dance sponsored by the Canning Machinery & Supplies Association will be held at 7 p. m. Saturday, January 15, 1949, at the Claridge Hotel.

The Annual Dinner of the Old Guard Society will be held 7 p. m. Sunday, January 16, in the Claridge Hotel.

The Annual Banquet of the Young Guard Society is booked for 7 p. m. Monday, January 17, in the American Room, Hotel Traymore.

These features are in addition to the appearance of Fred Waring's Pennsylvanian's in the Ballroom of Convention Hall for a two-hour show beginning at 8:45 p. m. Tuesday, January 18, under sponsorship of the Canning Machinery & Supplies Association, as was announced in the August 28 issue of the INFORMATION LETTER.

BAE Estimates Production Of Processing Vegetables

The Bureau of Agricultural Economics reported late yesterday on indicated production of seven vegetable crops for processing as of September 1. The reports on beets, lima beans, and pimientos were BAE's first of the season.

Production of beets was indicated at 79,700 tons, which exceeds 1947 production of 71,600 tons by 11 percent. Green lima bean production was estimated at 61,810 tons, 11 percent above last year's production of 55,650 tons. A total of 16,720 tons of Georgia pimientos was indicated—7 percent above the 1947 production of 15,680 tons.

BAE estimated September 1 production on other crops as follows:

Tomatoes—2,538,000 tons, 22 percent below the 1947 production of 3,268,000 tons. Sweet corn—1,212,700 tons, 14 percent over the 1,066,400 ton production of last year. Snap beans—181,600 tons, 7 percent over the 1947 production of 169,700 tons. Cabbage—77,500 tons intended for kraut, as compared with 30,100 tons obtained under contract last year.

Indicated production of tomatoes, sweet corn, snap beans, and cabbage for kraut as of August 1 was reported in detail in the August 14 INFORMATION LETTER. Details of yesterday's report will be published next week.

Canned Foods Price Publicity Given Additional Distribution

In addition to the mailing of a special reprint of the canned foods price material along with the INFORMATION LETTER of August 28, the Association has filled requests from canners and others for approximately 2,000 extra copies of the front-page reprint of that issue.

These were sent to Libby, McNeill & Libby, Chicago; Schuckl & Co., Sunnyvale, Calif.; Francis H. Leggett & Co., Cincinnati; Mammoth Spring Canning Co., Sussex, Wis.; Frank Pure Food Co., Frankville, Wis.; Michigan Mushroom Co., Niles, Mich.; P. J. Ritter Co., Bridgeton, N. J.; and Minnesota Valley Canning Co., eastern sales, New York.

Also, "A Story Worth the Telling!" was reproduced for special distribution by the Home Economics Division. Approximately 1,500 copies were sent to food editors of metropolitan daily newspapers, food editors of magazines of nation-wide circulation, to radio people for use on consumer programs, and to home economists in consumer service and education.

Mention of the N.C.A.'s price story also was made by the National-Ameri-

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The Association will welcome information from canners indicating use of N.C.A.'s price material, and would appreciate particularly having the members send in clippings of any such publicity.

ARCHITECTS BEGIN WORK ON NEW WASHINGTON BUILDING

Eastern Building Subcommittee Announces Contract with Abbott Merkt & Co.

The Eastern Building Subcommittee of the N.C.A. Buildings Committee entered into an agreement this week and announced the appointment of the architectural firm of Abbott Merkt & Co., of New York City, for the design and construction-supervision of the proposed new administrative and laboratory building to house Association headquarters in Washington. Initial conferences were begun immediately with members of the firm.

R. W. Tatlow, III, president of Abbott Merkt & Co., and G. V. Steele, chief engineer and vice president, inspected the present office and laboratory building and the recently-acquired property on 20th Street, Northwest, on September 8. On the following day, Mr. Tatlow continued his study of the properties.

During their conferences, the architects were supplied with data regarding the space requirements to carry out Association functions. A thorough survey of these needs was made by the architects.

PERSONNEL

De Voe Willard Joins Staff of Division of Statistics

De Voe H. Willard, who has been assistant professor and assistant marketing specialist in the Extension Service of the University of Maryland, this week joined the staff of the Association's Division of Statistics.

In his recent connection, which he left to take his position with N.C.A., Mr. Willard has performed work similar to the duties he will undertake for the Association. He has had close contact with the canning industry, particularly from the agricultural and laboratory sides.

Following his graduation from Massachusetts Agricultural College with the degree of B.S. in agriculture, Mr. Willard worked for General Foods Corporation in quality control work, both in canning and freezing, until war was declared. During the war he was in the Quartermaster Corps in various jobs all concerned with food. He was discharged with the rank of captain.

His educational background includes besides his degree from Massachusetts State, additional courses in agricultural economics in the Harvard Graduate School.

Col. Lawrence Transferred

Lt. Col. Joseph S. Kujawski has relieved Col. Charles S. Lawrence as commanding officer of the Quartermaster Food and Container Institute in Chicago. Colonel Lawrence has been assigned to duty at Camp Lee, Va. Colonel Kujawski has been serving at the Food and Container Institute.

Leonard Lobred Made Assistant Editor, *Information Letter*

Leonard K. Lobred, who has been with the Association since October last year assisting with foreign trade information and the reporting of legislative matters, and performing other miscellaneous duties for the Secretary's Office and the Information Division, has been made assistant editor of the INFORMATION LETTER.

Mr. Lobred holds an A.B. degree in journalism from University of North Carolina. While there he took a prominent part in campus publications as reporter and editor and was chairman of a student-faculty board that administered the university's publications.

Following graduation he served for a time in the Associated Press office in Washington. In 1941 he enlisted in the Navy and saw four years of active duty in the Pacific, coming out of service with the rank of lieutenant.

His active service ended, Mr. Lobred served as reporter and assistant editor of the *Army and Navy Journal*, which post he left to take up his duties with N.C.A. last year.

Col. Grice Promoted

The promotion of Col. L. O. Grice, commanding officer of the New York Quartermaster Purchasing Office, to the grade of Brigadier General has been announced by the Department of the Army. He has commanded the NYQMPO since November, 1946.

An Army announcement cited General Grice's policy, since assuming this major assignment, of fostering and maintaining friendly relations with industry.

MEETINGS

Kraut Packers Fall Meeting

The National Kraut Packers Association will hold its annual fall meeting at Racine, Wis., September 17-18, according to A. G. Henkel, president.

Forthcoming Meetings

September 14-15—National Canners Association, Western Branch, Southern California Fish Canning Industry Plant Sanitation Conference, Cannery Workers Union Hall, Terminal Island, Calif.

September 17-18—National Kraut Packers Association, Annual Fall Meeting, Hotel Racine, Racine, Wis.

September 20-22—American Meat Institute, Annual Convention, Waldorf-Astoria, New York, N. Y.

October 7-8—National Canners Association, Special Pea Aphis Meeting, Hotel Stevens, Chicago, Ill.

October 14-16—Florida Canners Association, 17th Annual Meeting, Soreno Hotel, St. Petersburg, Fla.

October 21-23—Texas Canners Association, Annual Convention, Gran Hotel Ancira, Monterrey, Mexico.

October 27—National Pickle Packers Association, Annual Meeting, Sheraton Hotel, Chicago, Ill.

November 4-5—Ozark Canners Association, Fall Meeting, Colonial Hotel, Springfield, Mo.

November 8-9 — Wisconsin Canners Association, Annual Convention, Schroeder Hotel, Milwaukee, Wis.

November 10-12—National Canners Association, Board of Directors and Administrative Council, Fall Meeting, Palmer House, Chicago, Ill.

November 15-16—Illinois Canners Association, Fall Meeting, Chicago, Ill.

November 18-19—Indiana Canners Association, Fall Convention, Claypool Hotel, Indianapolis, Ind.

November 22-23—Iowa-Nebraska Canners Association, Annual Convention, Hotel Savery, Des Moines, Iowa

November 22-23—Tri-State Packers Association, Fall Convention, Hotel Traymore, Atlantic City, N. J.

November 30-December 1 — Pennsylvania Canners Association, 34th Annual Convention, Penn-Harris Hotel, Harrisburg, Pa.

December 2-3—Georgia Canners Association, Annual Meeting, Hotel DeSoto, Savannah, Ga.

December 9-10—Association of New York State Canners, Inc., 63rd Annual Meeting, Hotel Statler, Buffalo, N. Y.

December 10—Michigan Canners Association, Winter Meeting, Pantlind Hotel, Grand Rapids, Mich.

December 14-15—Ohio Canners Association, Annual Meeting, Deshler-Wallick Hotel, Columbus, Ohio

December 16—Minnesota Canners Association, Annual Convention, Hotel Radisson, Minneapolis, Minn.

January 6-7—Northwest Canners Association, 1949 Annual Meeting, Olympic Hotel, Seattle, Wash.

January 11-14 — National-American Wholesale Grocers Association, 1949 Convention, Ambassador Hotel, Atlantic City, N. J.

January 14-20—National Canners Association, 42nd Annual Convention, Atlantic City, N. J.

January 15-19—Canning Machinery & Supplies Association, Annual Exhibit, Convention Hall, Atlantic City, N. J.

February 9-11—Ozark Canners Association, 41st Annual Convention, Colonial Hotel, Springfield, Mo.

March 4-5—Utah Canners Association, 37th Annual Convention, Hotel Utah, Salt Lake City, Utah.

March 6—National Association of Frozen Food Packers, Annual Meeting, Stevens Hotel, Chicago, Ill.

March 9-11—Canners League of California, Annual Convention, Casa del Rey Hotel, Santa Cruz, Calif.

April 12—Monterey Fish Processors Association, Annual Meeting, Monterey, Calif.

Rhode Island Food Show

After a lapse of over ten years, the Rhode Island Retail Grocers' and Marketmen's Association announces the Rhode Island Food Show to be held at the Cranston Street Armory in Providence from November 13 to 20, inclusive. Some 100,000 consumers are expected to attend.

Invitations to Bid

Quartermaster Purchasing Offices—111 East 16th Street, New York 3, N. Y.; 1819 West Pershing Road, Chicago 9, Ill.; Oakland Army Base, Oakland 14, Calif. (Western Branch).

Veterans Administration—Procurement Division, Veterans Administration Building, Washington 25, D. C.

The Walsh-Healey Public Contracts Act will apply to all operations performed after the date of notice of award if the total value of a contract is $10,000 or over.

The Army has invited sealed bids to furnish the following:

ORANGE JUICE—172,218 dozen No. 2 and 120,751 dozen 46-oz. cans. Bids due at Chicago under serial No. QM-11-183-49-265 by Sept. 14.

BLENDED JUICE—131,552 dozen No. 2 and 80,461 dozen 46-oz. cans. Bids due at Chicago under serial No. QM-11-183-49-264 by Sept. 14.

CANNED TOMATOES—946 dozen No. 2 cans. Bids due at Chicago under serial No. QM-11-183-49-248 by Sept. 15.

CANNED SNAP BEANS—2,694 dozen No. 2 cans. Bids due at Chicago under serial No. QM-11-183-49-247 by Sept. 15.

CANNED HASH—1,636,000 pounds in 6 lb. 12 oz. cans. Bids due at Chicago under serial No. QM-11-183-49-237 by Sept. 15.

CANNED STEW—388,000 pounds in 30-oz. cans. Bids due at Chicago under serial No. QM-11-183-49-240 by Sept. 15.

CANNED SNAP BEANS—28,069 dozen No. 2 and 13,458 dozen No. 10 cans. Bids due at Chicago under serial No. QM-11-183-49-185 by Sept. 17.

CANNED SARDINES—50,711 cases of 15-oz. ovals or talls and 36,958 cases of 3¼-oz. cans. Bids due at Chicago under serial No. QM-11-183-49-246 by Sept. 17.

CANNED PEARS—37,136 dozen No. 2½ and 40,655 dozen No. 10 cans. Bids due at Oakland under serial No. QM-04-493-49-60 by Sept 22.

CANNED JAM—3,015,000 1½-oz. cans each of blackberry, cherry (pitted), and grape (pitted) jam. Bids due at Chicago under serial No. QM-11-183-49-258 by Sept. 16.

GRAPEFRUIT JUICE—251,592 dozen No. 2 and 147,563 dozen 46-oz cans. Bids due at Chicago under serial No. QM-11-183-49-263 by Sept. 14.

CANNED SNAP BEANS—1,000 dozen No. 10 cans. Bids due at Chicago under serial No. QM-11-183-49-184 by Sept. 16.

CANNED SARDINES—2,250 cases of "quarter oil" size cans. Bids due at Chicago under serial No. QM-11-183-49-280 by Sept. 16.

CANNED SNAP BEANS—4,487 dozen No. 10 cans. Bids due at Chicago under serial No. QM-11-183-49-183 by Sept. 17.

CANNED APPLESAUCE—157,502 dozen No. 2 and 5,098 dozen No. 10 cans. Bids due at Chicago under serial No. QM-11-183-49-131 by Oct. 15.

CANNED PEARS—10,900 dozen No. 2½ and 500 dozen No. 10 cans. Bids due at Oakland under serial No. QM-04-493-49-61 by Sept. 22.

CANNED PEARS—297,748 dozen No. 2½ and 91,230 dozen No. 10 cans. Bids due at Oakland under serial No. QM-04-493-49-62 by Sept. 22.

TOMATO JUICE—21,097 dozen No. 2 and 134,509 dozen 46-oz. cans. Bids due at Chicago under serial No. QM-11-183-49-182 by Oct. 1.

Army Contract Awards

The following contract awards for canned foods have been announced:

Canned Tomatoes

(Awarded by Chicago, Bid No. QM-11-183-49-58)

Quantity (doz.)	Price	F.O.B. Point
10,000 No. 10 (d)	$7.80	*Columbus, Ohio
52,738 No. 2 (d)	1.65	*Columbus, Ohio
25,000 No. 10 (e)	8.47	Mira Loma, Calif.
10,993 No. 10 (e)	7.40	Memphis, Tenn.
11,118 No. 10 (d)	7.40	Atlanta, Ga.

Tomato Puree

(Awarded by Chicago, Bid No. QM-11-183-49-68)

Quantity (doz.)	Price	F.O.B. Point
7,624 10½-oz. (e)	$1.05	Memphis, Tenn.
31,766 10½-oz. (e)	.975	Auburn, Wash.
64,676 10½-oz. (e)	.925	Mira Loma, Calif.
11,944 10½-oz. (d)	1.00	Atlanta, Ga.
13,340 10½-oz. (d)	1.01	Columbus, Ohio
7,624 10½-oz. (d)	.99	San Antonio, Tex.
7,624 10½-oz. (d)	.86	Lyoth, Calif.

Canned Corn

(Awarded by Chicago, Bid No. QM-11-183-48-982)

Quantity (doz.)	Price	F.O.B. Point
800 No. 2 (d)	$1.65	*Springville, Utah
800 No. 2 (e)	1.75	*Springville, Utah
500 No. 10 (e)	9.00	*Springville, Utah

Canned Corn

Quantity (doz.)	Price	F.O.B. Point
3,240 No. 2 (d)	$1.65	*Springville, Utah
40,000 No. 2 (e)	1.527	*Spiro, Okla.
8,000 No. 2 (d)	1.438	*Ontario, Ore.
6,500 No. 2 (d)	1.50	*Scottsbluff, Nebr.
15,000 No. 2 (e)	1.667	*Grimes, Iowa
10,000 No. 2 (e)	1.667	*Altoona, Iowa
20,000 No. 2 (d)	1.4899	*Independence, Ia.
20,000 No. 2 (d)	1.5199	*Independence, Ia.

Canned Corn

(Awarded by Chicago, Bid No. QM-11-183-49-81)

Quantity (doz.)	Price	F.O.B. Point
1,673 No. 10 (d)	$8.57	Auburn, Wash.
3,600 No. 2 (d)	1.72	Ogden, Utah
9,444 No. 2 (d)	1.659	Lyoth, Calif.
4,000 No. 2 (d)	1.675	Columbus, Ohio

Canned Peas

(Awarded by Chicago, Bid No. QM-11-183-49-119)

Quantity (doz.)	Price	F.O.B. Point
7,406 No. 2 (d)	$1.30	*Lewistown, Idaho
30,000 No. 2 (d)	1.25	Green Bay, Wis.

Canned Peas

(Awarded by Chicago, Bid No. QM-11-183-49-110)

Quantity (doz.)	Price	F.O.B. Point
8,642 No. 2 (d)	$1.45	San Antonio, Tex.
18,600 No. 2 (d)	1.41	Atlanta, Ga.
12,000 No. 2 (d)	1.275	Bellbluff, Va.
6,000 No. 2 (e)	1.5728	New Cumberland, Pa.
50,000 No. 2 (d)	1.5849	New Cumberland, Pa.
6,568 No. 2 (d)	1.5429	Atlanta, Ga.
3,500 No. 10 (e)	6.90	Mira Loma, Calif.
9,986 No. 2 (d)	1.495	Atlanta, Ga.
1,500 No. 10 (e)	7.45	Mira Loma, Calif.
4,734 No. 2 (d)	1.15	Lyoth, Calif.
12,000 No. 2 (d)	1.3244	Bellbluff, Va.
20,000 No. 2 (d)	1.25	*Columbus, Ohio
38,446 No. 2 (d)	1.427	Atlanta, Ga.
11,554 No. 2 (d)	1.427	Atlanta, Ga.
39,000 No. 2 (d)	1.2518	Columbus, Ohio
20,000 No. 2 (e)	1.2369	Richmond, Va.
12,000 No. 2 (d)	1.2783	Atlanta, Ga.
70,000 No. 2 (e)	1.395	Mira Loma, Calif.

Canned Beets

(Awarded by Chicago, Bid No. QM-11-183-49-127)

Quantity (doz.)	Price	F.O.B. Point
1,500 No. 10 (e)	$6.4157	Mira Loma, Calif.

(d) domestic; (e) export; * canner's plant.

PROMOTION

Canned Pea Fall Promotion

The Canned Pea Association and the Can Manufacturers Institute have joined in a "National Canned Pea Fall Promotion" to increase the sale of canned peas sharply during the period October 18 to November 13.

The publicity program of the Canned Pea Association, which has been continuous since February, will include distribution of an impressive poster for display by retailers inside stores or in store windows.

The CMI is running full-page, four-color advertisements centrally featuring canned peas and corned beef hash, surrounded by other items of an economical canned foods menu, in nationally-known magazines having a total circulation of approximately 27,500,000.

Also, the American Meat Institute is cooperating by advertising canned peas and corned beef hash on commercials on the Fred Waring radio program.

RAW PRODUCTS

N.C.A. at Scientific Meetings

Annual meetings of scientists whose studies have a bearing on production of canning crops, held in Cincinnati September 8-9, were attended by Dr. Charles H. Mahoney, Director of the Association's Raw Products Bureau. The groups were the American Association for Horticultural Science and the National Joint Committee on Fertilizer Application. Dr. Mahoney was program chairman of the latter group.

On September 10 Dr. Mahoney attended a special committee meeting at Spring Lake, N. J., called by the Agricultural Insecticide and Fungicide Association to consider problems arising in connection with some of the newer insecticides. On September 13 and 14 he will visit Illinois to observe the work being carried on by Dr. George C. Decker in that State on European corn borer.

Support Prices for Dry Beans

Support prices ranging from $7.70 to $9.95 per 100 pounds by specified classes of 1948-crop dry edible beans, U. S. No. 1, cleaned and bagged, f.o.b. country shipping points, were announced September 7 by the Department of Agriculture. These prices are applicable to deliveries made under the loan and purchase agreement programs which were announced by the Department on June 8 and July 27.

The support prices reflect 90 percent of the parity price as of August 15. The national average of parity on that date was $8.46 per 100 pounds. On the same date last year it was $7.92. The support prices for 1947-crop beans ranged from $7.25 to $9.45 per 100 pounds.

New Method Found to Check Tomato Plant Fungicide Cover

A method recently devised by Dr. G. L. Mack of the New York State Agricultural Experiment Station, Geneva, N. Y., measures the distribution of a fungicide on different portions of a plant which has been sprayed or dusted.

The method was used by Drs. W. T. Schroeder and Mack in a large-scale spray and dust experiment on tomato plants. There it was found that by means of leaf prints the scientists were able to tell just how much of the fungicides was on each surface of the leaves from several different locations on the plant.

The deposition and distribution of copper on the upper and lower surfaces of each leaf were determined by placing the leaf between two sheets of paper impregnated with a chemical which reacted with each copper particle. It made a black imprint of the particle on the paper. Thus it was possible to determine how well the fungicide was distributed on either surface of the leaves at various positions on the plants.

Statistical analysis showed that the copper deposit ratings were related significantly to the yield and control of tomato late blight, and indicated that this method may serve as a useful tool to a grower or processor. It would not only tell how well a field was sprayed or dusted, but also how well the material was sticking.

Canned Foods Price Publicity

(Concluded from page 311)

can Wholesale Grocers Association and the Canadian Food Processors Association in bulletins to their memberships.

A number of canners have reported on distribution of the canned foods price material to local newspapers, and a few have sent in clippings.

President Howard Cumming, Curtice Brothers Co., and H. E. Apple, Jr., Birds Eye-Snider Division of General Foods Corp., both in Rochester, N. Y., reported that each had sent the N.C.A. release to the *Rochester Times-Union*, and the price story was published in full in the issue of August 30.

The Owatonna Canning Co., Owatonna, Minn., sent the Association a clipping from the September 2 issue of *The Daily People's Press*, in which the N.C.A. price material also was reproduced in full.

C. Howard Sweatt, Besco Products Co., Orlando, Fla., utilized the N.C.A. price story and amplified it by citing prices for grapefruit juice. A story citing him as authority for the statement that canned fruits and vegetables still are the housewife's best buy appeared in his local newspaper.

The N.C.A. price story also was reproduced in full in the August 31 issue of the *Banner* in Cambridge, Md., home of the Phillips Packing Co.

F. R. Spurgin reported that the Ozark Canners Association, of which he is secretary-treasurer, reproduced the N.C.A. release and distributed it to newspapers and radio stations, as well as to canners in that area, with a request for publicity. The *Northwest Arkansas Times* in Fayetteville, Ark., the Association's headquarters, cited the favorable price position of canned foods.

It is requested that canners notify the Association of the use of the price story in local newspapers and radio stations. Clippings particularly will be appreciated.

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